



When the thermometer is low

We get careless and dress as if it were summer. Then come chills, colds, coughs. Keep

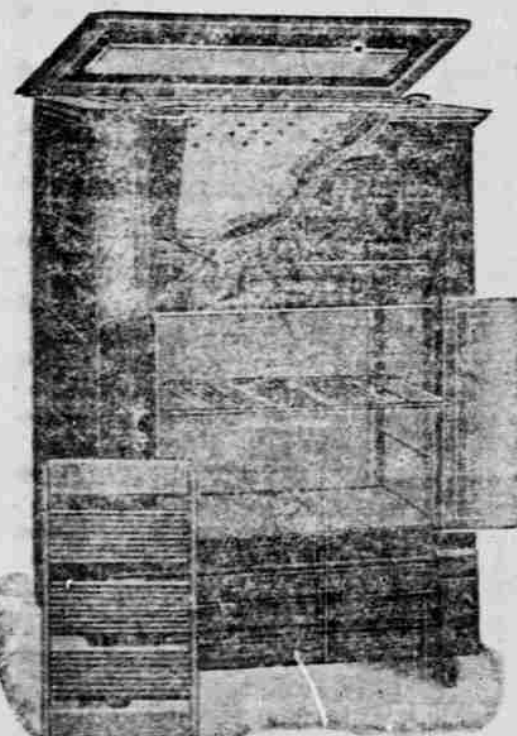
**Ayer's Cherry Pectoral** on hand. A dose or two at the beginning will stop the chills, break up the cold, and prevent serious trouble. Look out for cheap imitations.

In large and small bottles. Avoid constipation. Hasten a cure by the use of Ayer's Pills. Prepared by Dr. J. C. Ayer Co., Lowell, Mass., U. S. A.

HOLLISTER DRUG CO., AGENTS.

### GURNEY

THE ONLY CLEANABLE. The only with a REMOVABLE ICE COMPARTMENT.



On easy terms. One-third down, balance in equal installments.

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The finest in the World!

From the well known houses of ROGER & GALLET—VIOLETS; PIVERS; HOUBIGANT; GUERLAIN; BOIRGOIS.

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IDEAL, CYTISE, PEAU DE ESPAGNE, MARECHALE, ALSATIAN CLOVER, CHYPRE, JOCKEY CLUB, HELIOTROPE, BOUQUET DES AMOURS, JICKEY, LA TREFFLE, MANON LESCAUT, PRIMA VIOLETA.

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### Wedding Cake Boxes

Nothing better in town; prices reasonable.

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**A. N. Sanford, Optician**

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READ THE ADVERTISER—WORLD'S NEWS DAILY.

## THE ELLEFORDS ARE BREAKING RECORDS



**MY FRIEND FROM INDIA**

The Elleford Company had another packed house at both matinee and night performances yesterday and expressions of praise were heard from every one for both play and players. Manager Elleford has given us this year the best organization he has ever brought to Honolulu, and our theater-goers have shown their appreciation of it. Tomorrow night the offering is the great farce comedy, "My Friend From India," written by Du Souchet, and it made a fortune for the Frohmans, and served to bring before the public two of our greatest comedians, Willie Collier and Walter Perkins. It is one long, loud laugh from start to finish, and all of the members of the organization have ample chance to make good. The bill is on for Monday and Tuesday nights. The offering for Wednesday and Thursday is another farce success, "Other People's Money." Friday and Saturday will be devoted to "Kidnapped," a strong American melodrama. The Saturday matinee will be "My Friend From India." Seats are now on sale for the entire week.

### READING THE CHARACTER

Do you want to read the character of the men and women with whom you are brought in contact? Watch their eyes, head, handshake and walk, and the matter becomes simple as reading the first book in your library, if you only observe the rules laid down before the Chicago Credit Men's Association at the Great Northern Hotel by Dr. Charles F. Boger, who has made a study of character reading for sixteen years, says the Chicago Tribune.

If you follow Dr. Boger's recipe you can tell almost at a glance the hidden idiosyncrasies of character of any one you meet.

Here are Dr. Boger's rules.

1. A man who presses his thumb on the back of your hand when shaking hands is liberal.

2. The man who never presses his thumb against yours when hand-shaking is stingy, and the higher he keeps his thumb the stingier he is.

3. A man who shakes hands with the tips of his fingers only is not to be trusted—he may pay one debt, but he will never pay the second.

4. When a man gives you a listless and lifeless hand, which you have to shake, beware.

5. You can tell a liar as far as you can see him by watching his eyelids. If the eyelids cut off the eye at the outside corner, drooping over it, the possessor is a stranger to the truth and has only heard of veracity as a word in the dictionary.

6. The persons who show white all the way around the eyeball are persons who prevaricate.

7. When a person's head is bigger at the back and sides than at the front and top, the animal predominates over the intellectual forces.

8. In judging women the essential things to be observed are the lips and eyes—pay no attention even to powder and rouge in your estimate of female character. The woman with a thin upper lip—like a streak of red, is not only cold-hearted, but clammy.

9. If a woman's eyelid cuts off the eye at the corner she is a liar like a man with the corresponding eyelid.

10. If she has white all the way around her eye she does not tell the truth.

11. Beware of the person, man or woman, who does not look you straight in the eye. If he or she examines the wall or the sky or the dog, make up your mind that you are dealing with one who is insincere.

12. Courage and force of character are shown by the person who walks with his head held high in the air.

Some of the phrases of which Dr. Boger delivered himself were:

"Twentieth century methods of dispensing justice usually consists first in ascertaining the defendant's condition. If rich, he is a kleptomaniac. If poor, a thief."

"In determining character you must estimate the man as a whole."

"Dishonesty exists not so much from a desire to possess, as from the inability to resist that desire."

"As it is impossible not to feel hungry when the stomach is in a certain condition, so it is impossible not to feel definite desires, tendencies and dispositions, whether for good or evil, when particular brain centers are in a state of excitement."

"A man of great intellect possesses more liberty than an ordinary individual."

"A man is great because he is born great."

"A born criminal never feels remorse."

### WHY HE DIDN'T KNOW.

A retired Irish major sold his horses and carriage and bought a motor-car; but instead of engaging a chauffeur he determined to send his faithful old coachman to a Dublin firm of engineers for a course of lessons in small repairs.

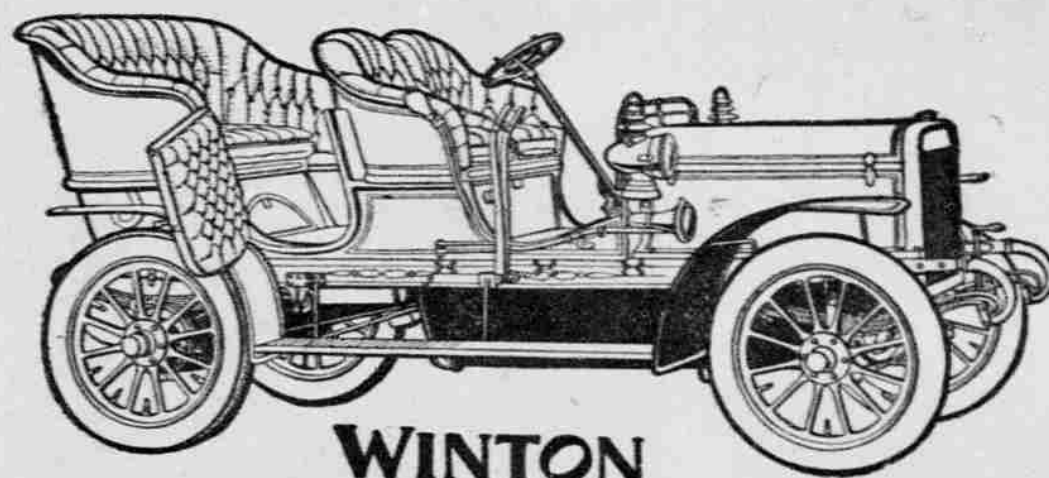
"You will go through a two month's training," he explained to Pat, as he handed him a check for his expenses. "During which time you will make yourself thoroughly familiar with the engine and all its works."

"Yes, sor," was Pat's reply. "You will note every wheel and crank, and learn what they are for and what they have to do, so that when you return you will be equal to any emergency."

"I will, sor," said Pat, and, having stowed the check away down in his trousers' pocket, he took his departure. In two months' time he returned, with the conqueror's look in his eye.

"Well, Pat, have you succeeded?" "I have, sor."

"And you know everything about a motor?"



**WINTON**

Why should difference in Motor Car Change-Speed Gears engage your interest? Are they all the same to you — the three kinds — Planetary, Sliding Gear, and Individual Clutch? Let's examine:

PLANETARY gears are wheels within wheels—complex, difficult to get at for inspection or repair, and unsuccessful except on little cars. Also, it is practically impossible to keep them properly oiled, and you know that's vitally important.

Sliding gears are simple in appearance and cheap to make. One set of gears slides and the other set remains stationary on the shaft, speed changes occurring when gears are slid out and in. This sliding out and in is known as "juggling," because if you're not an expert, you are likely to miss connections and rip off the teeth of a gear wheel. That juggles you into a repair shop and a bill of expense. Watch the average motorist start his car. If it shoots into motion with a jump that dislodges his digestive organs, it's a sliding gear car. The Winton has the Individual Clutch transmission. Gears are always in mesh—hence you couldn't rip off the teeth in a century.

When you throw in the clutch and engage a gear combination, the clutch takes hold gently and the car starts as easily as you would start to walk—no jar, no shock, no damage. And, no matter whether going up hill or down, or traveling fast or slow, the Winton driver can always engage or disengage any clutch he desires, without taking the slightest risk of failure or accident.

Winton clutches are sure, safe and indestructible. They are easily inspected, and, if desired, can be removed from and returned to the gear case with ease. Running in oil, they are always properly lubricated. They cost more to build than any other transmission, but that's because they're better than any other. And being better the Winton has them.

We represent "The House of WINTON."



**Von Hamm-Young Co., Ltd.**

SOLE AGENTS FOR HAWAII.

## An Honest Loaf

Of what vital consideration is an honest loaf of bread to a household.

Honest bread is made with Novelty Mills patent Excellent Flour and is honest in life-giving properties.

Gluten "the lean meat" of the

vegetable kingdom furnishes the nourishment obtained from wheat.

Excellent Flour contains a higher percentage of muscle-making gluten than any other flour.

Why experiment with others?

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**EXCELLENT FLOUR**

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Horses neigh for it!  
What?  
Why

**SUGARBAN**  
Of course

It's the best food going, for horses, cows, hogs, ducks, chickens, etc. Makes 'em fat and keeps 'em fat and incidentally cuts your feed bill clean in two.

Plantation managers endorse it and all grocers and feed stores sell it.

**E. J. Walker,** SOLE AGENT, KING and SMITH STREETS,

"I know all sor, from the big lamp in front to the little number behind—except one thing," the new chauffeur added, as he nervously plucked a few hairs from his new bearskin coat.

"And what is it you don't know?" demanded the major.

"Well, I don't quite understand yet what makes the blessed thing move without horses."—Tit-Bits.